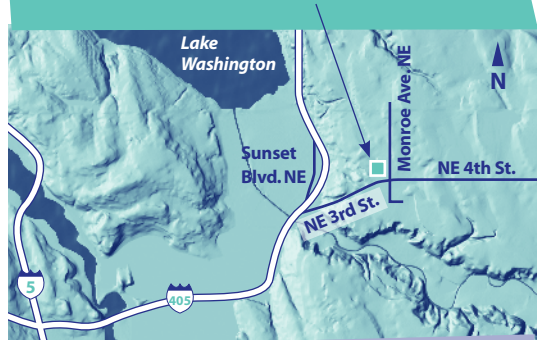


Thanks to Renton Technical College for donating space to make this fair possible, and to the many agency and organization representatives who contributed their time to make this fair a reality.

Renton Technical College



RENTON TECHNICAL COLLEGE
3000 NE 4TH STREET, RENTON, WA

From I-405 Northbound: Take Bronson Way/Maple Valley Exit 4. Take Renton Exit 4B. Turn right at bottom of ramp. At next stoplight turn right onto Sunset Blvd. Go one block, turn right onto NE 3rd (at stoplight). Follow NE 3rd to top of hill. RTC is on the left after you crest the hill. Turn left on Monroe Ave NE to access main entrance.

From I-405 Southbound: Take Renton Exit 4, merge onto Sunset Blvd. Turn left at first stoplight onto NE 3rd. Follow NE 3rd to top of hill. RTC is on the left after you crest the hill. Turn left on Monroe Ave NE to access main entrance.

Food and beverages will be available for purchase at the college.

Renton Technical College meets the American Disabilities Act requirements. Persons with disabilities requiring special accommodations should call (206) 220-5300 or TDD (206) 220-6030 to make appropriate arrangements.

www.bizfair.org

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2006

Washington Small Business Fair



FREE!

www.bizfair.org

**SATURDAY, SEPTEMBER 9, 2006
8:00 AM TO 3:30 PM**

RENTON TECHNICAL COLLEGE

Starting a business?

Talk with representatives from federal, state and local government agencies, local chambers of commerce, and business and trade associations at more than 30 exhibitor booths.

Expanding your business?

Attend seminars on a wide variety of topics, taught by business experts. Hear from successful small business people.

Looking for tips on how to succeed?

The Washington Small Business Fair can help turn your dream into a reality!

**ONE DAY
YOU CAN'T
AFFORD
TO MISS!**

www.bizfair.org

**SATURDAY
SEPTEMBER 9,
2006**

**8:00 AM –
3:30 PM**

**RENTON
TECHNICAL
COLLEGE**

RENTON, WA



WASHINGTON

Small Business Fair

2006

8:00 am

Biz Fair Begins

8:00 am – 3:30 pm

Exhibitor Booths Open

9:00 am

Seminars Begin

SCHEDULE OF SEMINARS

9:00 AM

How Do I Turn My Dream Into Reality?

Ideas . . . options . . . how to get started.

Also at 10 am

To Form or Not to Form . . . a Business Entity

Learn about the pros and cons of the various forms of business organizations: sole proprietorship, corporation, and LLC. While this class does not constitute legal advice, it will provide you with a basic understanding of business structures and which one is right for you.

Also at 10:00 am

Licensing Made Simple

What you need to know about getting a state, city and local business license.

Also at 1:30 pm

Taxes and the New Sole Proprietor

Important information every small business owner needs to know: your federal income tax responsibilities, including which forms to file, what taxes to pay and when they are due.

Also at 1:30 pm

Even If It's in Your Home, It's Still a Business

Tips on how to run a successful home-based business.

Top 10 Secrets to Successful Business Web Sites

Learn the key ingredients to online success for your small business web site. Avoid losing money and time by knowing the common pitfalls. Get dozens of tips for creating a web site marketing plan.

Also at 1:30 pm

Thinking about Buying an Existing Business or Franchise?

Hear about the pros and cons of each approach and what factors you should consider.

Financing Options

Learn about various programs and services designed to provide capital to start-up and established businesses.

Stop The Bleeding - Safeguard Your Profits

Learn how to reduce internal theft and embezzlement, shoplifting and robberies through effective methods employed by major businesses and retailers.

Thinking About Hiring Workers?

Learn about the pros, cons and costs of hiring an employee vs. hiring a contractor, and how to avoid common pitfalls on taxes, unemployment insurance and workers' compensation caused by hiring a contractor who's really an employee.

10:00 AM

How Do I Turn My Dream Into Reality?

Also at 9 am

To Form or Not to Form . . . a Business Entity

Also at 9 am

Business Law Essentials

Learn how to register a trade name, negotiate a lease, put agreements in writing, select a legal structure, find the right lawyer, and meet other challenges you may encounter when starting or running a business.

Also at 11 am

What About That Darn Business & Occupation Tax?

Learn when Washington State business and occupation tax needs to be collected and how to compute the correct amounts.

Research Your Idea

How can you be sure your business idea is the right one? Get market research tips to help you reduce risk and make sure your time and dollar investment pay off.

Keys to Small Business Success

Secret weapons and common mistakes. Strategies for success and avoiding pitfalls.

Also at 11 am

Drive Traffic to Your Web Site

Search engine mysteries revealed! Achieve higher rankings and drive more traffic to your web site. Easy to follow suggestions to make your site a "traffic magnet."

Building & Marketing Your Service Business – Selling the Intangible

You know your services are valuable but how do you convince everyone else? Learn how to put a price on what your service is worth (by the hour or on a project basis) and identify your potential customers.

Also at 1:30 pm

Ready For Business? Nervous About Selling?

Learn what to say when someone asks "What do you do?" Tips and techniques to improve your sales.

Understanding Cash Management and Profit Improvement

Is your business thriving but your cash flow floundering? Learn about profit and loss statements, balance sheets, ratio analysis and the all-important cash flow statement and how they all tie together.

Also at 1:30 pm

11:00 AM

What about That Darn Sales Tax?

Learn when Washington State sales tax needs to be collected and how to compute the correct amounts.

Business Law Essentials

Also at 10 am

Developing a Business Plan

Learn why a business plan is essential and how to write one.

Also at 1:30 pm

Keys to Small Business Success

Also at 10 am

Marketing 101

Effective marketing on a shoestring budget. Small business marketing secrets, advertising ideas and strategies.

Also at 1:30 pm & 2:30 pm

Market Research Sources

Discover business database and web sources to help with your business and marketing plans.

Connecting to the Government Marketplace

Are you interested in selling to state and federal government agencies? Learn about the purchasing process and certification programs for small businesses. Find out how to research government contract opportunities and where to go for assistance.

Spruce Up Your Elevator Speech

You have 10 seconds or less to spark someone's interest in what you have to say about your business. Can you make it memorable?

11:00 AM – NOON: PANEL DISCUSSION

Finding Cash for Your Business

Get realistic about your financing options and learn what lenders are looking for. Hear about traditional and alternative forms of financing. Find out where to go when the bank says "no." A small business owner will participate to share real life experiences.

Noon - 12:30 pm: Question and answer time

12:15 – 1:15 PM: PANEL DISCUSSION

Small Business Ownership: Tips for Success

Hear real life experiences from successful small business owners who have been there and done that.

NOON – 2:30 PM

Market Research: Open Lab Time

Search business databases and web sites at your own pace. A business librarian is available for assistance. Drop in anytime from noon to 2:30 pm

1:30 PM

Developing a Business Plan

Also at 11 am

Taxes and the New Sole Proprietor

Also at 9 am

Top 10 Secrets to Successful Business Web Sites

Also at 9 am

Marketing 101

Also at 11 am & 2:30 pm

Licensing Made Simple

Also at 9 am

Developing Your Business – Making it Grow

Guidelines for reviewing your business operations. Focus on how to attract and maintain a customer base and developing a market strategy for expansion.

Also at 2:30 pm

Building & Marketing Your Service Business –

Selling the Intangible

Also at 10 am

Understanding Cash Management and Profit Improvement

Also at 10 am

Benefits of Networking

Developing contacts and exchanging information with others are among the best ways to generate business. Learn how to put your best foot forward, establish a referral base and build long-term business relationships.

Start Your Own Import Business

The basics – import transactions, market research, pricing, customs regulations, logistics and more.

2:30 PM

Marketing 101

Also at 11 am & 1:30 pm

Developing Your Business – Making it Grow

Also at 1:30 pm

Generate Profits Using the Internet

Sell your products and services online and create new revenue streams. For product-based or service-based businesses, learn the easy steps to turn your web site into a powerful selling machine!

Software Solutions for Managing Your Business

See different software packages for bookkeeping and customer relationship management functions. Learn how to simplify your bookkeeping, manage your customers, prospects and referral sources.

3:30 PM: EXHIBITOR BOOTHS CLOSE